

## Message Text

UNCLASSIFIED

PAGE 01 TOKYO 09864 010901Z  
ACTION COME-00

INFO OCT-01 EA-12 ISO-00 EB-08 STRE-00 STR-07 /028 W  
-----034287 011617Z /45

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FM AMEMBASSY TOKYO  
TO SECSTATE WASHDC 8388

UNCLAS TOKYO 09864

ALSO PASS USDOC AND STR ELECTRONICALLY

E.O. 11652: NA  
TAGS: EQIP, ETRD, BEXP, BTRA, JA  
SUBJECT: JAPANESE HEAVY ELECTRICAL MACHINERY  
FOREIGN BUYERS GROUP

SUMMARY: TWO HITACHI PROCUREMENT OFFICERS WILL VISIT THE  
U.S. EARLY IN JUNE TO INVESTIGATE U.S. SOURCES OF SUPPLY  
FOR HEAVY ELECTRICAL COMPONENTS, PARTS, AND EQUIPMENT.  
END SUMMARY.

1. HITACHI, LTD., THE LARGEST HEAVY ELECTRICAL MACHINERY  
MANUFACTURER IN JAPAN, WOULD LIKE TO PURCHASE FROM THE  
U.S. MORE MATERIALS, COMPONENT PARTS, AND  
EQUIPMENT NECESSARY FOR THEIR PRODUCTION OPERATIONS IN  
JAPAN ON A LONG-RANGE PROJECT BASIS. AS AN INITIAL  
STEP, HITACHI WILL SEND THE FOLLOWING TWO PURCHASING  
OFFICERS IN MID-JUNE TO HITACHI AMERICA LTD. IN NEW YORK  
TO HAVE THEM WORK THERE ON THIS PROJECT FOR ABOUT A YEAR.

MR. FUMIO SHIMADA,  
INTERNATIONAL PROCUREMENT GROUP,  
MATERIALS DEPARTMENT,  
HITACHI, LTD. (HEADQUARTERS)

MR. IKUO MISUGI,  
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PURCHASING SECTION,  
KOKUBU PLANT,  
HITACHI, LTD.

2. THE ABOVE OFFICERS RECENTLY VISITED THE EMBASSY,  
REQUESTING OUR ASSISTANCE IN LOCATING AMERICAN  
MANUFACTURERS OF PRODUCTS IN WHICH THEY ARE INTERESTED.  
THEY WILL START WITH NEW PURCHASES FOR THE KOKUBU

PLANT WHICH IS ONE OF HITACHI'S 27 FACTORIES IN JAPAN.  
THE KOKUBU PLANT NOW BUILDS TRANSFORMERS AND CIRCUIT  
BREAKERS, AND PURCHASES APPROX. 60 BILLION YEN WORTH  
OF MATERIALS, COMPONENTS, PARTS, AND EQUIPMENT FROM  
DOMESTIC SOURCES EVERY MONTH. IF GOOD SUPPLIERS CAN  
BE LOCATED IN THE U.S., THE KOKUBU PLANT INTENDS TO  
EVENTUALLY CONVERT THE SOURCES OF SUPPLY TO THE U.S.  
FOR ABOUT 20 PERCENT OF THE ABOVE AMOUNT.

3. MAJOR AMERICAN MADE PRODUCTS HITACHI WANTS TO  
PURCHASE FOR THE KOKUBU PLANT FROM U.S. MANUFACTURERS  
ARE THOSE USED FOR THE MANUFACTURE OF TRANSFORMERS AND  
CIRCUIT BREAKERS, INCLUDING: RELAYS, COMPRESSORS,  
SILICON STEEL PLATES, STAINLESS STEEL PLATES,  
ALUMINUM SHEETS, LAMINATED CLAD SHEETS, TRANSFORMER  
OIL, BUSHINGS, PRESSED BOARDS, AND TRANSFORMERS,  
AMONG MANY OTHER ITEMS.

4. THE TWO OFFICERS WILL PLAN TO VISIT A NUMBER OF U.S.  
MANUFACTURERS THROUGHOUT THE COUNTRY FROM TIME TO TIME  
TO EXAMINE THE PURCHASING POSSIBILITIES COMPLETELY, BUT  
WILL USUALLY BE STATIONED AT:

HITACHI AMERICA, LTD.  
430 MADISON AVENUE,  
NEW YORK, N. Y. 10022  
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TEL: 212-758-5420  
ATTENTION: INTERNATIONAL PROCUREMENT DIVISION

HITACHI AMERICA HAS ITS BRANCH OFFICES IN ATLANTA,  
CHICAGO, DETROIT, HOUSTON, LOS ANGELES, AND SAN FRANCISCO.

THEY ARE LEAVING ON OR ABOUT JUNE 10. EMBASSY REQUESTS  
THAT COMMERCE AND ITS DISTRICT OFFICES EXTEND APPROPRIATE  
ASSISTANCE TO THEM WHEN CONTACTED.  
MANSFIELD

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## Message Attributes

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**Channel Indicators:** n/a  
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**Concepts:** PROCUREMENT, TRADE VISITS, TOOLS  
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**Decaption Date:** 01 jan 1960  
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**Disposition Approved on Date:**  
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**Disposition Comment:**  
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**Subject:** JAPANESE HEAVY ELECTRICAL MACHINERY FOREIGN BUYERS GROUP SUMMARY: TWO HITACHI PROCUREMENT OFFICERS WILL VI  
**TAGS:** EQIP, ETRD, BEXP, BTRA, JA, HITACHI LTD  
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**Type:** TE  
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**Review Markings:**  
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